

March 6, 2018

Mitch Altman
Noisebridge

Dear Mitch,

Thank you very much for your time on the phone today. I truly enjoyed getting to hear about Noisebridge, and I particularly enjoyed our discussion about the ethos of your organization. Consensus driven groups are close to my heart and my vision for the world. It would be a joy to be part of your success.

I understand from our conversation that Noisebridge is a valued organization of 11 years operation with hundreds of contributors. Approximately 40 people have made the financial commitment of membership, and 9 serve on the board. Total revenues for the organization have reached about \$75,000 per year. Fundraising has been mostly passive, with notification of general need generating sufficient contributions. Occasional events have brought in as much as \$5,000 each. The organization has received two grants without applying, from Knight Foundation and Google.org, and rejected a third from Peter Thiel.

Now, Noisebridge must move its physical plant when its current lease ends in August. Costs for a move are estimated at \$250,000 and annual budget need to support a new space at market rate is estimated to rise by 3x to \$225,000.

To meet these needs, Noisebridge must develop and execute a capital fundraising campaign of \$500,000 (with a minimal target of \$250,000 by August 31) and develop strategies and systems to generate approximately \$250,000 in annual revenue thereafter.

Our firm can develop and guide this campaign and the systems you need to grow and thrive into the future. I am happy to travel to San Francisco to conduct a discovery process, the first step in engaging ScandiuZZi Krebs. Our discovery will take one full day and consist of at least the following, which will be shaped more precisely in advance of the discovery:

- A group meeting with the membership of Noisebridge
- A tour of the facility and an observation of at least one key program
- Individual meetings with key members including the treasurer and the organizer of the most recent fundraising event
- Review of financial information
- Review of data systems and contribution records

We will sign a non-disclosure agreement before I begin work.

Within one week of the discovery, I will create a written document listing findings and recommendations for fundraising strategy and mechanics along with a proposed scope of work. The price of this discovery package is \$4,000 inclusive of travel.

If you have any questions about our proposal or our firm, please don't hesitate to reach out at josef@scandiuzzikrebs.com.

We look forward to working with you.

Warmly,

Josef Krebs

About Scandiuzzi Krebs

Scandiuzzi Krebs is a start-up strategy firm for the arts founded by Carlo Scandiuzzi and Josef Krebs. We define arts broadly to include creative technology. We have more than 80 years combined experience in revenue generation for creative endeavors and have raised more than \$50m for non-profits. We are a full service firm, capable of everything from database management to large capital campaigns. Bios of our team can be found at scandiuzzikrebs.com.